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**CERTIFICATE OF CORRECTION**

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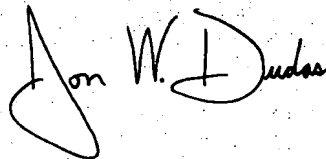
Page 1 of 16

It is certified that error appears in the above-identified patent and that said Letters Patent is hereby corrected as shown below:

After Column 50, line 60, insert the attached claims:

Signed and Sealed this

Twenty-fourth Day of April, 2007

A handwritten signature in black ink, reading "Jon W. Dudas". The signature is stylized, with a large, looped "J" and a cursive "Dudas".

JON W. DUDAS  
*Director of the United States Patent and Trademark Office*

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98. An apparatus for providing an automated system of record for processing multivariate negotiations, comprising:

a multivariate negotiations system including storage space, and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the multivariate negotiations system being responsive to

a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms by storing changed terms in the storage space until a set of terms is acted upon in a final manner by the deciding entity.

99. The apparatus of claim 98, wherein the storage space further comprises a database capable of being configured as specified by user-supplied context.

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100. The apparatus of claim 99, wherein the user-supplied context further comprises access and configuration data supplied through remote web authoring functions and sponsored community rules for communities, workgroups, and participants.

101. The apparatus of claim 100, wherein the access and configuration data further comprise media and formatting choices.

102. The apparatus of claim 101, wherein the media choices further comprise visual, print, audio, and audiovisual media.

103. The apparatus of claim 102, wherein the formatting choices further comprise a plurality of display options.

104. The apparatus of claim 103, wherein the display options further comprise the option of showing multiple sets of terms on a display page.

105. The apparatus of claim 103, wherein the display options further comprise the option of showing multiple sets of terms on multiple display pages.

106. The apparatus of claim 103, wherein the display options further comprise the option of showing non-annotated stored terms to direct attention to changes in terms.

107. The apparatus of claim 103, wherein the display options further comprise the option of using annotation to direct attention to changes in terms.

108. The apparatus of claim 107, wherein annotation further comprises using highlighting to direct attention to changes in terms.

109. The apparatus of claim 107, wherein annotation further comprises using underlining to direct attention to changes in terms.

110. The apparatus of claim 107, wherein annotation further comprises using symbols to direct attention to changes in terms.

111. The apparatus of claim 102, wherein the audio media choices further comprise text to speech options to direct attention to changes in terms.

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112. The apparatus of claim 101, wherein the formatting choices

further comprise configuring the database to show changes for only a specified subset of terms.

113. The apparatus of claim 101, wherein the formatting choices further comprise configuring the database to direct attention to changes automatically as negotiations progress.

114. The apparatus of claim 101, wherein the formatting choices further comprise configuring the database to direct attention to changes only as requested manually by a user.

115. The apparatus of claim 101, wherein the formatting choices further comprise configuring the database to direct attention to changes by linking a uniform resource locator to at least one subset of the changed terms.

116. The apparatus of claim 101, wherein the formatting choices further comprise configuring the database to direct attention to changes by transmitting a notification to the user, the notification referring to the changed terms.

117. The apparatus of claim 101, wherein the formatting choices further comprise configuring the database to direct attention to changes by sending an electronic mail message including the changed terms.

118. The apparatus of claim 101, wherein the formatting choices further comprise configuring the database to direct attention to changes by sending an electronic mail message referring to the changed terms.

119. A method for providing an automated system of record for at least one negotiation, comprising the steps of:

operating a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the

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automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms by storing the changed terms in the storage space until a set of terms is acted upon in a final manner by the deciding entity.

120. The method of claim 119, wherein the step of storing changed terms in the storage space further comprises the step of storing the changed terms in a database capable of being configured as specified by user-supplied context.

121. The method of claim 120, wherein the step of using user-supplied context further comprises the step of using access and configuration data supplied through remote web authoring functions and sponsored community rules for communities, workgroups, and participants.

122. The method of claim 121, wherein the step of using access and configuration data further comprises the step of using media and formatting choices.

123. The method of claim 122, wherein the step of using media choices further comprises the step of using visual, print, audio, and audiovisual media choices.

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124. The method of claim 123, wherein the step of using formatting choices further comprises the step of using a plurality of display options.

125. The method of claim 124, wherein the step of using display options further comprises the step of showing multiple sets of terms on a display page.

126. The method of claim 124, wherein the step of using display options further comprises the step of showing multiple sets of terms on multiple display pages.

127. The method of claim 124, wherein the step of using display options further comprises the step of showing non-annotated stored terms to direct attention to changes in terms.

128. The method of claim 124, wherein the step of using display options further comprises the step of using annotation to direct attention to changes in terms.

129. The method of claim 128, wherein the step of using annotation further comprises the step of using highlighting to direct attention to changes in terms.

130. The method of claim 128, wherein the step of using annotation further comprises the step of using underlining to direct attention to changes in terms.

131. The method of claim 128, wherein the step of using annotation further comprises the step of using symbols to direct attention to changes in terms.

132. The method of claim 123, wherein the step of using audio media choices further comprises the step of using text to speech options to direct attention to changes in terms.

133. The method of claim 122, wherein the step of using formatting choices

further comprises the step of configuring the database to show changes for only a specified subset of terms.

134. The method of claim 122, wherein the step of using formatting choices further comprises the step of configuring the database to direct attention to changes automatically as negotiations progress.

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135. The method of claim 122, wherein the step of using formatting choices further comprises the step of configuring the database to direct attention to changes only as requested manually by a user.

136. The method of claim 122, wherein the step of using formatting choices further comprises the step of configuring the database to direct attention to changes by linking a uniform resource locator to at least one subset of the changed terms.

137. The method of claim 122, wherein the step of using formatting choices further comprises the step of configuring the database to direct attention to changes by transmitting a notification to the user, the notification referring to the changed terms.

138. The method of claim 122, wherein the step of using formatting choices further comprises the step of configuring the database to direct attention to changes by sending an electronic mail message including the changed terms.

139. The method of claim 122, wherein the step of using formatting choices further comprises the step of configuring the database to direct attention to changes by sending an electronic mail message referring to the changed terms.

140. An apparatus for providing an automated system of record for workgroup negotiations, comprising:

a sponsor function for supplying an initial set of terms for use by users in a workgroup, the terms specifying a subject for negotiation; and

a multivariate negotiations system including storage space, and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the multivariate negotiations system being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through

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the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms by storing changed terms in the storage space until a set of terms is acted upon in a final manner by the deciding entity.

141. The apparatus of claim 140, wherein the subject for negotiation further comprises a set of standards.

142. The apparatus of claim 140, wherein the subject for negotiation further comprises a schedule.

143. The apparatus of claim 140, wherein the subject for negotiation further comprises a treaty.

144. The apparatus of claim 140, wherein the subject for negotiation further comprises a plan.

145. The apparatus of claim 140, wherein the subject for negotiation further comprises an allocation of resources.

146. The apparatus of claim 140, wherein the subject for negotiation further comprises an allocation of efforts.

147. The apparatus of claim 140, wherein the subject for negotiation further comprises a contract.

148. The apparatus of claim 140, wherein the subject for negotiation further comprises requirements.

149. The apparatus of claim 140, wherein the subject for negotiation further comprises a design.

150. The apparatus of claim 140, wherein user supplied context further comprises duration parameters specifying how long the terms pertaining to a negotiation are to be kept.

151. A method for providing an automated system of record for workgroup negotiations, comprising the steps of:

supplying an initial set of terms for use by users in a workgroup, the terms specifying a subject for negotiation; and

operating a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms by storing the changed terms in the storage space until a set of terms is acted upon in a final manner by the deciding entity.

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152. The method of claim 151, wherein the step of specifying the subject for negotiation further comprises the step of specifying a set of standards.

153. The method of claim 151, wherein the step of specifying a subject for negotiation further comprises the step of specifying a schedule.

154. The method of claim 151, wherein the step of specifying a subject for negotiation further comprises the step of specifying a treaty.

155. The method of claim 151, wherein the step of specifying a subject for negotiation further comprises the step of specifying a plan.

156. The method of claim 151, wherein the step of specifying a subject for negotiation further comprises the step of specifying an allocation of resources.

157. The method of claim 151, wherein the step of specifying a subject for negotiation further comprises the step of specifying an allocation of efforts.

158. The method of claim 151, wherein the step of specifying a subject for negotiation further comprises the step of specifying a contract.

159. The method of claim 151, wherein the step of specifying a subject for negotiation further comprises the step of specifying requirements.

160. The method of claim 151, wherein the step of specifying a subject for negotiation further comprises the step of specifying a design.

161. The method of claim 151, wherein the step of using user supplied context further comprises the step of specifying how long the terms pertaining to a negotiation are to be kept.

162. An apparatus for communicating information about a negotiation, comprising:

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a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and

a sponsor authority for assigning a unique identifier to such a negotiation at the initiation of negotiations.

163. The apparatus of claim 162, wherein the sponsor authority further comprises a router for routing negotiation information related to a unique identifier.

164. The apparatus of claim 163, wherein the sponsor authority further comprises a central switch for forwarding negotiation information from the router to a designated recipient.

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165. The apparatus of claim 164, wherein the sponsor authority further comprises a dynamic manager for querying a router for information about an identified negotiation.

166. A method for communicating information about a negotiation, comprising the steps of:

operating a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and

assigning a unique identifier to such a negotiation at the initiation of negotiations, through the use of a sponsor authority.

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167. The method of claim 166, wherein the step of assigning a unique identifier further comprises the step of routing negotiation information related to a unique identifier through the use of a router.

168. The method of claim 167, wherein the step of assigning a unique identifier further comprises the step of forwarding information from the router to a designated recipient through the use of a central switch.

169. The method of claim 168, wherein the step of assigning a unique identifier further comprises the step of querying a router for information about an identified negotiation through the use of a dynamic manager.

170. An apparatus for communicating dynamic information during a negotiation, comprising:

a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms

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and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and

a sponsor authority for assigning a unique identifier to a negotiation at the initiation of such a negotiation;

a dynamo manager for transforming rules for governing negotiations into an active template associated with the unique identifier, the active template containing terms for use during such a negotiation.

171. The apparatus of claim 170, wherein the active template further comprises predefined fields.

172. The apparatus of claim 171, wherein the predefined fields further comprise fields formatted to provide variables to computer programs.

173. The apparatus of claim 171, wherein the predefined fields further comprise fields formatted to provide basic negotiation terms.

174. The apparatus of claim 171, wherein the predefined fields further comprise fields formatted to activate transactions during a negotiation.

175. The apparatus of claim 171, wherein the predefined fields further comprise fields formatted to receive variables communicated from a computer program.

176. The apparatus of claim 171, wherein the predefined fields further comprise fields formatted to contain variables and the rules to be applied to those variables.

177. The apparatus of claim 171, wherein the predefined fields further comprise fields formatted to specify actions to be taken at specified phases in a negotiation.

178. The apparatus of claim 171, wherein the predefined fields further comprise fields formatted to apply variables resulting from a designated negotiation iteration to a computer program.

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179. The apparatus of claim 171, wherein the predefined fields further comprise fields formatted to supply security access control information associated with each variable.

180. A method for communicating dynamic information during a negotiation, comprising the steps of:

operating a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and

assigning a unique identifier to a negotiation at the initiation of such a negotiation through the use of a sponsor authority;



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transforming rules for governing negotiations into an active template associated with the unique identifier through the use of a dynamic manager, the dynamic manager also inserting terms for use during such a negotiation into the active template.

181. The method of claim 180, wherein the step of inserting terms for use further comprises the step of using predefined fields.

182. The method of claim 181, wherein the step of using predefined fields further comprises the step of formatting the fields to provide variables to computer programs.

183. The method of claim 181, wherein the step of using predefined fields further comprises the step of formatting the fields to provide basic negotiation terms.

184. The method of claim 181, wherein the step of using predefined fields further comprises the step of formatting the fields to activate transactions during a negotiation.

185. The method of claim 181, wherein the step of using predefined fields further comprises the step of formatting the fields to receive variables communicated from a computer program.

186. The method of claim 181, wherein the step of using predefined fields further comprises the step of formatting the fields to contain variables and the rules to be applied to those variables.

187. The method of claim 181, wherein the step of using predefined fields further comprises the step of formatting the fields to specify actions to be taken at specified phases in a negotiation.

188. The method of claim 181, wherein the step of using predefined fields further comprises the step of formatting the fields to apply variables resulting from a designated negotiation iteration to a computer program.

189. The method of claim 181, wherein the step of using predefined fields further comprises the step of formatting the fields to supply security access control information associated with each variable.

190. The method of claim 181, wherein the step of using predefined fields further comprises the step of formatting the fields to contain variables and the rules to be applied to those variables.

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191. An apparatus for processing a plurality of negotiations comprising:

at least one a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and

a sponsor authority for assigning a unique identifier to a negotiation at the initiation of such a negotiation.

192. The apparatus of claim 191, wherein the multivariate negotiations engine further comprises:

a multivariate negotiations engine configured to process commercial negotiations; and

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application programming interface functions configured to transmit data to and from the commercial negotiations and to and from user-specified systems.

193. The apparatus of claim 191, wherein the multivariate negotiations engine further comprises:

a multivariate negotiations engine configured to process internal workgroup negotiations; and

application programming interface functions configured to transmit data to and from the workgroup negotiations and to and from user-specified systems.

194. The apparatus of claim 191, wherein the multivariate negotiations engine further comprises:

a multivariate negotiations engine configured to process negotiations with customers; and

application programming interface functions configured to transmit data to and from the customer negotiations and to and from user-specified systems.

195. The apparatus of claim 191, wherein the multivariate negotiations engine further comprises:

a multivariate negotiations engine configured to process sales negotiations; and

application programming interface functions configured to transmit data to and from the sales negotiations and to and from user-specified systems.

196. The apparatus of claim 191, wherein the multivariate negotiations engine further comprises:

a multivariate negotiations engine configured to process technical negotiations; and

application programming interface functions configured to transmit data to and from the technical negotiations and to and from user-specified systems.

197. The apparatus of claim 191, wherein the multivariate negotiations engine further comprises:

a multivariate negotiations engine configured to process negotiations with suppliers; and

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application programming interface functions configured to transmit data to and from the supplier negotiations and to and from user-specified systems.

198. The apparatus of claim 191, wherein the multivariate negotiations engine further comprises:

a multivariate negotiations engine configured to process planning negotiations; and

application programming interface functions configured to transmit data to and from the planning negotiations and to and from user-specified systems.

199. The apparatus of claim 191, wherein the multivariate negotiations engine further comprises:

a multivariate negotiations engine configured to process internal budget and financial negotiations; and

application programming interface functions configured to transmit data to and from the internal budget and financial negotiations and to and from user-specified systems.

200. A method for processing a plurality of negotiations comprising the steps of:

operating at least one a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the

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multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and

using a sponsor authority for assigning a unique identifier to a negotiation at the initiation of such a negotiation.

201. The method of Claim 200, wherein the step of operating a multivariate negotiations engine further comprises the steps of:

configuring a multivariate negotiations engine to process commercial negotiations; and

configuring application programming interface functions to transmit data to and from the commercial negotiations and to and from user-specified systems.

202. The method of claim 200, wherein the step of operating a multivariate negotiations engine further comprises the steps of:

configuring a multivariate negotiations engine to process internal workgroup negotiations; and

configuring application programming interface functions to transmit data to and from the workgroup negotiations and to and from user-specified systems.

203. The method of claim 200, wherein the step of operating a multivariate negotiations engine further comprises the steps of:

configuring a multivariate negotiations engine to process negotiations with customers; and

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configuring application programming interface functions to transmit data to and from the customer negotiations and to and from user-specified systems.

204. The method of claim 200, wherein the step of operating a multivariate negotiations engine further comprises the steps of:

configuring a multivariate negotiations engine to process sales negotiations; and

configuring application programming interface functions to transmit data to and from the sales negotiations and to and from user-specified systems.

205. The method of claim 200, wherein the step of operating a multivariate negotiations engine further comprises the steps of:

configuring a multivariate negotiations engine to process technical negotiations; and

configuring application programming interface functions to transmit data to and from the technical negotiations and to and from user-specified systems.

206. The method of claim 200, wherein the step of operating a multivariate negotiations engine further comprises the steps of:

configuring a multivariate negotiations engine to process negotiations with suppliers; and

configuring application programming interface functions to transmit data to and from the supplier negotiations and to and from user-specified systems.

207. The method of claim 200, wherein the step of operating a multivariate negotiations engine further comprises the steps of:

configuring a multivariate negotiations engine to process planning negotiations; and

configuring application programming interface functions to transmit data to and from the planning negotiations and to and from user-specified systems.

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208. The method of claim 200, wherein the step of operating a multivariate negotiations engine further comprises the steps of:

configuring a multivariate negotiations engine to process internal budget and financial negotiations; and  
 configuring application programming interface functions to transmit data to and from the internal budget and financial negotiations and to and from user-specified systems.

209. An apparatus for processing negotiations in multiple communities comprising:

at least one multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity;

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sponsored community software for specifying rules and procedures for at least one community; and

a sponsor authority for assigning a unique identifier to a negotiation at the initiation of such a negotiation.

210. The apparatus of claim 209, wherein the sponsored community further comprises a commercial community.

211. The apparatus of claim 209, wherein the sponsored community further comprises a non-commercial community.

212. A method for processing negotiations in multiple communities comprising the steps of:

operating at least one multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in

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the terms until a set of terms is acted upon in a final manner by the deciding entity;

specifying rules and procedures for at least one community using sponsored community software; and

assigning a unique identifier to a negotiation at the initiation of such a negotiation using a sponsor authority.

213. The method of claim 212, wherein the step of specifying rules and procedures further comprises the step of specifying rules and procedures for a commercial community.

214. The method of claim 212, wherein the step of specifying rules and procedures further comprises the step of specifying rules and procedures for a non-commercial community.

215. An apparatus for evaluating information about a process related to a negotiation, comprising:

a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms

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and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and

a process mining function for evaluating a process related to such a negotiation.

216. The apparatus of claim 215, wherein the process mining function further comprises an active template for specifying variables to be evaluated.

217. The apparatus of claim 216, wherein the active template further comprises an alert mechanism for initiating evaluation.

218. The apparatus of claim 216, wherein the active template further comprises a sponsor authority for assigning a unique identifier to a negotiation.

219. The apparatus of claim 216, wherein the active template further comprises predefined fields for activating a computer program to analyze the specified variables.

220. The apparatus of claim 216, wherein the specified variables include data collected during the negotiation.

221. The apparatus of claim 216, wherein the specified variables include trackable events occurring as a result of the negotiation.

222. The apparatus of claim 216, wherein the specified variables include trackable activities occurring as a result of the negotiation.

223. The apparatus of claim 220, wherein the computer program further comprises a dynamic manager for converting the results of an analysis into an active template for governing subsequent negotiations.

224. The apparatus of claim 223, wherein the dynamic manager further comprises a procedure for recommending

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modifications to an existing agreement as a result of an analysis performed.

225. The apparatus of claim 223, wherein the dynamic manager stores the results of an analysis associated with a unique identifier in the storage area.

226. The apparatus of claim 216, wherein the specified variables are associated with a single user.

227. The apparatus of claim 216, wherein the specified variables are associated with at least two users.

228. The apparatus of claim 227, wherein the users agree to provide access to information for purposes of an evaluation.

229. The apparatus of claim 223, wherein the dynamic manager further comprises a security function for validating that the results stored have appropriate access controls and privilege safeguards.

230. A method for evaluating information about a process related to a negotiation, comprising the steps of:

operating a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and

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recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and

evaluating a process related to such a negotiation by using a process mining function.

231. The method of claim 230, wherein the step of evaluating a process further comprises the step of specifying variables to be evaluated using an active template.

232. The method of claim 231, wherein the step of using an active template further comprises the step of initiating an evaluation using an alert mechanism.

233. The method of claim 231, wherein the step of using an active template further comprises the step of assigning a unique identifier to a negotiation.

234. The method of claim 231, wherein the step of using an active template further comprises the step of activating a computer program to analyze the specified variables.

235. The method of claim 231, wherein the step of using an active template further comprises the step of including data collected during the negotiation.

236. The method of claim 231, wherein the step of using an active template further comprises the step of including trackable events occurring as a result of the negotiation.

237. The method of claim 231, wherein the step of using an active template further comprises the step of including trackable activities occurring as a result of the negotiation.

238. The method of claim 234, wherein the step of activating a computer program further comprises the step of converting the results of an analysis into an active template for governing subsequent negotiations.

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239. The method of claim 238, wherein the step of converting the results of an analysis further comprises the step of recommending modifications to an existing agreement as a result of an analysis performed.

240. The method of claim 239, wherein the step of converting the results of an analysis further comprises the step of storing the results of an analysis associated with a unique identifier in the storage area.

241. The method of claim 231, wherein the step of specifying variables further comprises the step of associating them with a single user.

242. The method of claim 231, wherein the step of specifying variables further comprises the step of associating them with at least two users.

243. The method of claim 242, wherein the step of associating them with at least two users further comprises obtaining the users' agreement to accessing information for purposes of an evaluation.

244. The method of claim 238, wherein the step of converting the results of an analysis further comprises the step of validating that the results stored, have appropriate access controls and privilege safeguards.

245. An apparatus for processing a negotiation and displaying changes in terms, comprising:

a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations

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engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and

a sponsor procedure for configuring how changes in terms are to be indicated.

246. The apparatus of claim 245, wherein the sponsor procedure further comprises configuring which iterations of changes in terms to display during processing of the negotiation.

247. The apparatus of claim 246, wherein the sponsor procedure further comprises configuring at installation time which iterations of changes in terms to display.

248. The apparatus of claim 246, wherein the sponsor procedure further comprises configuring interactively which iterations of changes in terms to display.

249. The apparatus of claim 246, wherein the sponsor procedure further comprises configuring the display of changes in terms to display changes in only the most recent iteration of terms.

250. The apparatus of claim 246, wherein the sponsor procedure further comprises configuring the display of changes in terms to display changes between an initial set of terms and the most recent iteration of terms.

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251. The apparatus of claim 246, wherein the sponsor procedure further comprises configuring the display of changes in terms to display changes between a user-specified sequence of iterations of terms.

252. The apparatus of claim 246, wherein the sponsor procedure further comprises configuring the display of changes in terms to display the history of all changes in all iterations of terms.

253. A method for processing a negotiation and displaying changes in terms, comprising the steps of:

operating a multivariate negotiations system including storage space and negotiations software, such negotiations software including an automated negotiations engine for analyzing terms, the analysis of terms comprising understanding the purpose of the terms, formatting the terms according to the purpose, and placing them into user supplied context for use by a user, the automated negotiations engine being responsive to a destination terminal for a first user communicating with the multivariate negotiations system, the destination terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, the automated negotiations engine also being responsive to an initiating terminal for a second user communicating with the multivariate negotiations system, the initiating terminal including software for sending and receiving terms along a communications path which flows through the multivariate negotiations system, during iterative processing the automated negotiations engine recognizing the users at the destination terminal and the initiating terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, and sending terms to the indicated terminal, the automated negotiations engine indicating changes in the terms until a set of terms is acted upon in a final manner by the deciding entity; and

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configuring how changes in terms are to be indicated.

254. The method of claim 253, wherein the step of configuring further comprises the step of configuring which iterations of changes in terms to display during processing of the negotiation.

255. The method of claim 254, wherein the step of configuring further comprises the step of configuring at installation time which iterations of changes in terms to display.

256. The method of claim 254, wherein the step of configuring further comprises the step of configuring interactively which iterations of changes in terms to display.

257. The method of claim 254, wherein the step of configuring further comprises the step of configuring to display changes in only the most recent iteration of terms.

258. The method of claim 254, the step of configuring further comprises the step of configuring to display changes between an initial set of terms and the most recent iteration of terms.

259. The method of claim 254, wherein the step of configuring further comprises the step of configuring to display changes between a user-specified sequence of iterations of terms.

260. The method of claim 254, the step of configuring further comprises the step of configuring to display the history of all changes in all iterations of terms.